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POLETECH SYSTEMS LIMITED
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Dear Mr Crookham

Honeycomb Communications, who I have been talking to recently, recommend that I write to you with regards to introducing you to our new foundation system for poles. This is a new invention which we have patented world wide.

Following the invention of the POLETECH foundation base we concentrated our initial marketing efforts on traffic signals, and we are pleased and proud to be able to advise that it has now become the standard method of installation not only for all of Greater London's signal requirements, which represents over 20% of the nation's signal poles, but also most of the 60 remaining Local Authorities covering the rest of the country. We are also developing sales in our export markets and are currently in negotiation with interested parties in the United States.

We note that you are at the forefront of lighting systems and feel that the POLETECH base does offer a good opportunity for you to compare your traditional methods of installation with the alternative of using our base.

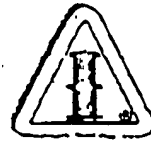
The very significant advantage of the POLETECH base is that it is now possible to separate the civil engineering works from that of the sign, signal or light installer. This feature on its own will make POLETECH self financing. It will also be possible to install lighting columns with significantly less concrete than that used by the standard studded bolting system. We are also confident that the polymer sleeve which separates the foundations from the column has a tremendous potential to absorb vibration and stresses which apart from its qualities of being able to offer some protection to the lighting or signal unit does have a potential to reduce the diameter or wall thickness of the column required for the given overall height. With the application of the cable access box at the base of the column it is now possible to eliminate the need for a cable access door in the base of the column and so has a great benefit in determining the O/D and wall thickness of the column since running cable access doors does significantly weaken the structure.

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We are currently talking to the UK Department of Transport who are very keen to apply our technology to their motorway lighting columns, predominately at this stage for motorway cross-over points when resurfacing and road repairs are under way requiring contraflow traffic. Being able to remove lighting columns from the central reservation, capping off the bases and installing the columns on the side into previously installed POLETECH sockets, will make it possible to have properly illuminated change-over points, thereby significantly improving the safety for the motorist.

I have thrown quite a number of balls in the air which I hope will give you food for thought. We will be very pleased to talk to you when you have had a chance to analyse the potential of our system for use with your lighting columns and hope there will be projects we could work on together.

I am faxing herewith a copy of our brochure for your information and if ^{you} could please let us have your full postal address we will be able to forward further information.

Hoping we may have your favourable reply in due course

Yours sincerely

JAMES R LEE
Chairman

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